

# GUIDING MONTANA BUSINESSES TO

# Success



Main Street Dance Theatre (formerly Montana Ballet School) started as a small ballet instruction studio on the 200 block of East Main Street in Bozeman, Montana, but was displaced after the March 5, 2009 natural gas explosion that destroyed their facility. Cassie Farmer was an employee of the studio who, during her time there, had created several dance numbers for the performances and recitals, handled student and parent relations, assisted in scheduling, studio maintenance, and all aspects of successfully running a dance studio.

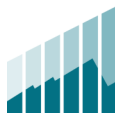
Cassie came to the Small Business Development Center at Montana Community Development Corporation in Bozeman because she wanted to purchase the business from its founder. Even though Cassie thoroughly understood the business, she was struggling to pull together a business plan and cash flow projections to solicit commercial funding for the purchase. Sean Becker, an SBDC Business Advisor, assisted Cassie with each phase of business development, helping her craft an informed business plan and develop cash flow projections. With the assistance of the SBDC, Cassie was able to successfully solicit an SBA loan and line of credit to boost her permanent working capital. Main Street Dance provides Gallatin Vally one of the best dance instruction programs in the state. With the help of the SBDC, Cassie was able to purchase the business and will continue its great tradition of excellence in dance instruction.

*Plie!*

**SBDC Advisor:** Sean Becker

**Client:** Cassie Farmer

**Impact:** Financing Received  
Business Bought



**MONTANA**  
DEPARTMENT OF COMMERCE